

Message Text

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47

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DOD/DSAA - MESSRS GORMAN, BETTELEY
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EUR/WE - HKIRBY
M/SAS - DJAMES -
EUR - JGLOWENSTEIN
EUR/WE - CKJOHNSON
EUR/WE - RDVINE
S/S-S - MSPENDLETON

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FM SECSTATE WASHDC
TO AMEMBASSY BRUSSELS IMMEDIATE
INFO AMEMBASSY ROME IMMEDIATE

C O N F I D E N T I A L STATE 143755

EXDIS TOSEC267

E.O. 11652: GDS
SUBJECT: SECRETARY'S VISIT TO ROME

1. FOLLOWING IS ADDITIONAL CONTINGENCY ISSUES AND TALKING POINTS PAPER FOR INCLUSION IN SECRETARY'S BRIEFING BOOK FOR ROME: (S/S TEAM BRUSSELS PLEASE PREPARE FOR ROME BOOK)
2. SUBJECT: LOCKHEED-AERITALIA PROJECT FOR TURKEY

BEGIN TEXT

ANALYSIS/BACKGROUND

LOCKHEED AND THE ITALIAN FIRM AERITALIA, COLLABORATING IN A JOINT PROJECT, ARE AMONG SEVERAL AVIATION MANUFACTURERS RESPONDING TO THE TURKISH REQUEST FOR BIDS TO CO-PRODUCE
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IN TURKEY AN ADVANCED FIGHTER AIRCRAFT. LOCKHEED/AERITALIA

PRESENTLY PRODUCES THE F-104S AND HOHES TO PRODUCE
LOCKHEED'S PROPOSED FOLLOW-ON AIRCRAFT, THE LANCER. THE
OTHER FIRMS INVOLVED ARE NORTHROP (F-5E), LTV (A-7),
MCDONNELL-DOUGLAS (F-4), DASSAULT/BAC (JAGUAR), AND THE
HAWKER-SIDDELEY (HARRIER). THE ITALIAN GOVERNMENT HAS
RECENTLY GIVEN AMBASSADOR VOLPE A MEMORANDUM OUTLINING THE
ADVANTAGES OF A TURKISH DECISION (WHICH COULD COME LATE
THIS YEAR) IN FAVOR OF LOCKHEED/AERITALIA. FYI. WE AND
DOD HAVE RESERVATIONS ON TECHNICAL GROUNDS ABOUT THE

ABILITY OF THE F-104S TO MEET THE NEEDS OF THE TURKISH AIR
FORCE. END FYI.

TALKING POINTS

IF THE ITALIANS MENTION THIS QUESTION, YOU MIGHT SAY:

-- THE US GOVERNMENT SUPPORTS THE EFFORTS OF US FIRMS TO
WIN THIS COMPETITION;

-- HOWEVER, WE MUST FOLLOW A POLICY OF EVEN-HANDEDNESS
AMONG US COMPETITORS;

-- WE THEREFORE CAN OFFER LOCKHEED/AERITALIA ONLY THE
SAME SUPPORT THAT WE EXTEND TO OTHER US BIDDERS IN THIS
COMPETITION. END TEXT. SISCO

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